

SBA Programs & Services

U.S. Small Business Administration



Your Small Business Resource

New Mexico SBA District Office

SBA Programs & Services Overview

Finance Programs

Procurement Assistance

Management & Technical Assistance

Advocacy



New Mexico SBA District Office/505/248-8225

Finance Programs

- ◆ **SBA does not have grants for private small businesses.**
- ◆ **SBA is not a direct lender, works with the financial institutions**
- ◆ **SBA reduces the risk to lenders by guaranteeing major portions of loans made to small businesses.**
- ◆ **SBA can guarantee a business loan only through a commercial bank or non-bank lender.**
- ◆ **Enables lenders to provide financing to small businesses they would not otherwise provide.**



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Finance Programs

SBA's Primary Loan Programs:

- ◆ SBA 7(a) Guaranteed Loan Program – up to 85% guarantee
 - ❖ SBA Express – 50% guarantee
 - ❖ Patriot Express – up to 85% guarantee for specific military and veteran borrowers
 - ❖ Community Express – up to 85% guarantee with Technical Assistance
 - ❖ Export Express – up to 85% guarantee
 - ❖ Export Working Capital – 90% guarantee
 - ❖ Rural Advantage – COMING SOON!
- ◆ SBA 504 Guaranteed Loan Program

Benefits of SBA Financing:

- ◆ Long Term Financing
- ◆ Lower Annual Debt Payments
- ◆ Improved Cash Flow
- ◆ No Balloon Payment
- ◆ Allows small businesses to obtain financing they might not be able to qualify for without guarantee.



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Finance Programs

Three Main Factors for eligibility are:

- ◆ Type of business: For-profit
- ◆ Size of business: Must meet the SBA size standards as a small business. Maximums:
 - ❖ Manufacturing – from 500 to 1,500 employees
 - ❖ Wholesaling – 100 employees or less
 - ❖ Services – from \$4.0 million to \$29 million in annual receipts
 - ❖ Retailing – from \$6 million to \$24.5 million
 - ❖ General Construction – from \$6 million to \$28.5 million
 - ❖ Agriculture – from \$.75 million to \$10.5 million
- ◆ Purpose of Loan: Most Biz Activities Eligible



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Finance Programs

Businesses that are not eligible:

- ◆ Real Estate Investment or Rentals (speculative)
- ◆ Lending Activities
- ◆ Pyramid Sales Plans
- ◆ Illegal or Gambling Activities
- ◆ Some Franchises (Most are eligible but must be reviewed.) www.franchiseregistry.com



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Finance Programs

Term of loans:

- ◆ Working Capital - 7 to 10 years
- ◆ Purchasing machinery, Equipment, Furniture, Fixtures, Leasehold improvements – useful life of items bought
- ◆ Building & Land – Up to 25 years
- ◆ Mixed Use – Weighted Average



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Procurement Assistance

What Are SBA's Certifications?

◆ Self Certifications

- ❖ Service Disabled Veteran
- ❖ Woman Owned Business
- ❖ Minority Owned Business

◆ Formal Certifications

- ❖ SDB Certification
- ❖ 8(a) Certification
- ❖ HubZone Certification

(U.S. Citizenship required)



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Procurement Assistance

Central Contractor Registration (CCR)

- ◆ CCR is a registration to do business with government and prime contractors
 - ❖ www.ccr.gov
- ◆ Before you register
 - ❖ Dun & Bradstreet Number
 - ◆ www.dnb.com or (800) 234-3867
 - ❖ Primary NAICS code (SBA)
 - ◆ www.sba.gov/size
- ◆ Product/Service Codes (GSA)
 - ❖ CCR Registration – has link



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Procurement Assistance

How Do You Find Federal Government Procurements?

- ◆ FedBizOpps – Competitive
 - ❖ www2.eps.gov/spg/
- ◆ Small and Disadvantaged Business Utilization Specialists (SADBUS)
 - ❖ List available from SBA District Offices
- ◆ Events, trade fairs, & business associations



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Management & Technical Assistance

- ◆ Available for the potential and existing business owners to access.
- ◆ Provided to clients on a confidential basis.
- ◆ Training sessions are also conducted by all the resource partners.



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Management & Technical Assistance

- ◆ **SCORE** – Counselors to America's Small Business www.score.org
 - ❖ Albuquerque – (505) 248-8232
 - ❖ Las Cruces – (505) 523-5627
 - ❖ Santa Fe – (505) 988-6302

- ◆ **Small Business Development Centers (SBDC)** – 1-800-281-7232
 - ❖ 19 SBDC offices with 2 satellite offices located across NM
 - ❖ www.nmsbdc.org

- ◆ **Women Business Centers (WESST Corp)** - 1-800-GO-WESST
 - ❖ www.wesst.org - 5 WESST Corp offices located Albuquerque, Gallup, Las Cruces, Roswell, and Santa Fe.



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Advocacy

- ◆ Office of Advocacy of the U.S. SBA is an independent voice for small business within the federal government.
- ◆ Small Business Research and Advocacy
<http://www.sba.gov/advo/research/>
- ◆ State Economic Profiles:
<http://www.sba.gov/advo/research/profiles/>



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www.sba.gov

Thank you!

Questions?



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